



October 24, 2016

Navy, small businesses talk opportunities at industry day



Emily Harman, Department of the Navy Office of Small Business Programs director, briefs the Navy's Small Business Enterprise Strategic Plan at the Lakehurst Small Business Roundtable Industry Day in Toms River, New Jersey Oct. 18. (U.S. Navy Photo by Sherry Jacob/Released)

JOINT BASE MCGUIRE-DIX-LAKEHURST, N.J. – The Naval Air Systems Command ([NAVAIR](#)) joined approximately 125 members of small business primarily from the surrounding Tri-State area (New York, New Jersey and Pennsylvania) for the second annual Lakehurst Small Business Roundtable Industry Day at the Ocean County Library in Toms River, New Jersey Oct. 18.

The industry day event, hosted by the Lakehurst Small Business Roundtable and the New Jersey Institute of Technology's Procurement Technical Assistance Center, provided an opportunity for Naval Air Warfare Center Aircraft Division ([NAWCAD](#)) Lakehurst program managers and small businesses to network and discuss upcoming requirement opportunities.

"I'm pleased that today we have a lot of technical people from Lakehurst because it's one thing for a small business professional to meet with industry or a contracting professional to meet with industry, we work with industry a lot. But it's really important for you all to hear first-hand from the technical people what's going on," said Emily Harman, Department of



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the Navy Office of Small Business Programs ([OSBP](#)) director, and one of two keynote speakers at the event. “I know that’s important to you. I know that it’s important to understand what procurements are coming up next and really have the opportunity to hear it straight from the mouth of a technical person.”

Harman kicked-off the event by sharing the Navy’s new [Small Business Enterprise Strategic Plan](#) to better structure the Navy culture for small business inclusiveness. The plan calls for better training and direction for small business professionals so they can proactively assist small businesses in connecting with program managers who have requirement needs.

“This strategic framework is aimed at ensuring that we create opportunities and remove barriers that arise during the acquisition process,” said Harman.

Shelby Butler, NAVAIR OSBP associate director and the second keynote speaker, echoed this sentiment during his presentation by explaining the Navy’s small business program goals and what it’s looking for in small business proposals.

“We need to know if there is the art of the possible. When a sources sought comes out and you have a solution, you need to come in and let us know and follow through with it,” said Butler. “I want to make sure we’re here for you and that we are trying our hardest to get you in front of those requirement activities so you can tell your customer what you do better than anyone else.”

NAWCAD Lakehurst program managers briefed their programs, past small business successes and anticipated future requirements in the areas of aircraft launch and recovery equipment. Topics spanned from science and technology to rapid prototyping and manufacturing.

“The goal of the event is to show small businesses the type of stuff that we do, what opportunities are available for them, and then what successes we’ve had with small businesses,” said Dawn Chartier, NAWCAD Lakehurst OSBP deputy director.

The event provides mutual benefit to government and small business, because while small businesses learn what NAWCAD Lakehurst is planning, the NAWCAD program managers in turn can see what small businesses out there have to offer, said Chartier.

“This is an opportunity for small business and the government to talk, because we have limited resources,” said William Mumma, Small Business Roundtable co-chairperson. “We don’t understand the government and the government has lots of things to do; they don’t understand us. They’re a huge organization. Small businesses have very different problems and issues, so it’s a great opportunity to talk back and forth.”

The Lakehurst Small Business Roundtable plans to continue its annual industry day, as



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well as quarterly information meetings on various aspects of the acquisition process. Feedback from this year will be applied to future events, said Mumma.

The Lakehurst Small Business Roundtable was formed two years ago in order to provide a “forum for government and industry to collaborate in order to enhance small business participation in naval aviation contracts and address small business issues and concerns,” according to its charter.

Presentations from the Small Business Industry Day will be posted to the Lakehurst [Small Business Roundtable website](#) within a week following the event, said Chartier.



Shelby Butler, NAVAIR OSBP associate director, shares guidance on submitting small business proposals with an audience of approximately 125 small business representatives during the Lakehurst Small Business Roundtable Industry Day in Toms River, New Jersey Oct. 18. (U.S. Navy Photo by Sherry Jacob/Released)